

# TRAINING

Name: \_\_\_\_\_

Director's Name: \_\_\_\_\_

New Consultant Start Date: \_\_\_\_\_ Date Turned In: \_\_\_\_\_

#1 Read Mary Kay Autobiography  
"Miracles Happen"

#2 ZOOM—Online Course: New Consultant Training  
4th Sunday @ 8:30pm cst on ZOOM  
\_\_\_ Believe Area Website: ([www.believearea.com](http://www.believearea.com))  
    Contacts  
    \* Booking Script  
    WPS / Datebook / Spiral Notebook  
    Objections  
    Coaching  
    Hostess Plans  
\_\_\_ Intouch: ([www.marykayintouch.com](http://www.marykayintouch.com))  
    Ordering  
    Propay  
    Product Replacement  
    Fed Ex Doc Store  
    Social Media  
    Party Central  
    Website  
    PCP  
    My Customers  
    Online Agreements  
    WAS  
    Product Central  
    Education  
    Resources / Legal

#3 MK University on MK Intouch under:  
education / MK University  
\_\_\_ Welcome  
\_\_\_ Step 1: Get Started  
\_\_\_ MKU Reflections—Greatness within You  
\_\_\_ Step 2: Golden Rule / Customer Service  
\_\_\_ Step 3: How to find Customers & Hostesses  
\_\_\_ MKU Reflections—Bravery  
\_\_\_ Step 4: How to Book a Selling Appointment  
\_\_\_ Step 5: How to Conduct a Skin Care Party  
\_\_\_ MKU Reflections—Grit  
\_\_\_ Step 6: After the Skin Care Party  
\_\_\_ Step 7: The Art of Selling  
\_\_\_ Step 8: How to Build a Team  
\_\_\_ MKU Reflections—Choices  
\_\_\_ Step 9: Earn your Red Jacket  
\_\_\_ Step 10: Earn your First Career Car  
\_\_\_ Step 11: Are You Ready for DIQ  
\_\_\_ MKU Reflections— Virtual Classroom

#4 Start Something Beautiful DVD (in Starter Kit)

\_\_\_ \*Welcome to your Mary Kay Business  
\_\_\_ \*Before the party  
    What's in your starter kit  
    Booking  
    Setting up your table  
\_\_\_ \*Opening the Party  
    Satin Hands (I choose to do this in  
    the middle of the party)  
    Foundations (Choose color before party)  
    Opening  
\_\_\_ \*Demonstrating the TW Miracle Set  
    TW Miracle set  
    Foundation  
\_\_\_ \*Closing the Party  
    Color  
    Table Close  
    Individual Consultation  
    Overcoming Objections

#5 Read "Start Something Beautiful" magazine

\_\_\_ Pg5 Welcome to the Family Business  
\_\_\_ Pg8 Her Story  
\_\_\_ Pg20 Write your Story  
\_\_\_ Pg27-45 The Business of your Business  
\_\_\_ Pg49-57 Booking Parties  
\_\_\_ Pg 63-75 Get the Party Started  
\_\_\_ Pg80-93 Product Education  
\_\_\_ Pg 98-111 Share the Opportunity  
\_\_\_ Pg112-115 Mary Kay Events  
\_\_\_ Pg11-119 The Heart of Mary Kay  
\_\_\_ Pg112-127 Mary Kay Resources

#6 Color Confident Certification

#7 Skin Care Confident Certification  
(Both can be found under the Products tab on  
intouch)

#8 Conduct a Skin Care Class (on your own or with  
your recruiter)